

business voice

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the future starts today

BOB BROWN
BOARD OF TRUSTEES CHAIRMAN

2015

is about shaping tomorrow. It is about pulling together, embracing a collective vision for the future and taking bold action to set the course for a new era of prosperity. A great deal needs to get done this next year if we want a bright future. So let me paint you a vision for the Metro Chamber this year.

Our first priority is making sure you have the resources you need to build, grow and create jobs. You are the drivers of our economy, of job creation, of all of the components that lay the foundation for a strong community.

We know how vital resources and connections through the Metro Chamber are to you and we want to support you even more. This year we will introduce a wide range of new benefits, including benefits to help you reduce costs and save money; new workshops, webinars and online tools to make it easier for you to keep up with business know-how; and affordable marketing packages to help you strategically increase your visibility to new customers.

Our focus is also on Nevada's future. We need to come together to solve problems, bolster the business climate, and invest in the things we need to compete for quality jobs, economic opportunities and a good quality of life for everyone.

The Metro Chamber will continue to be a strong advocate on your behalf at all levels of government, particularly during the 2015 Legislature. Our priorities include elevating UNLV to Tier 1 status, creating a UNLV allopathic medical school, aligning community college curriculum with the skills businesses need, investing in roads and infrastructure, and ensuring taxpayer dollars are spent wisely.

Improving K-12 education is one of the most important priorities for our state. The Metro Chamber has been a long-time proponent of many education reforms that have been proven to work. We will continue to be strong advocates for implementing Common Core Standards, additional funding for English Language Learner programs, all-day kindergarten, zoom schools, performance pay to reward teachers, teacher training programs and adopting a curriculum that focuses on STEM - science, technology, engineering and math.

And we know we cannot adequately address education and other priorities like transportation, health and human services and higher education without first reviewing and reforming our tax structure.

This month, The Tax Foundation, one of the nation's leading tax policy organization, will release its full, independent report about Nevada's tax structure and make recommendations on how it can be stabilized for the future. We have received positive feedback from members, elected officials and other business organizations around the state about the preliminary findings of this report. Once the final report is released, the Government Affairs Committee will evaluate its proposals and work with fellow stakeholders in pressing for reforms during the 2015 Legislature.

Our work in the next 12 months is about doing the things that really matter for the future. It will not be easy. But if we don't step up and take action to solve these problems now, what kind of future are we creating? What opportunities will pass us by? We've been putting off these important decisions long enough. Let's join together, finally get it done and build a strong future for Nevada.



January is Human Trafficking Awareness Month

A Path Appears:

Sex Trafficking in the USA

Monday, January 26 at 10 p.m.



This program investigates young women forced into a life of prostitution in America and the innovative programs that have evolved to achieve remarkable results in empowering their lives.

Sex Trafficking:

It's Our Business

Tuesday, January 27 at 10 p.m.

This local production focuses on illegal sex trafficking of minors in Southern Nevada. Local experts explore what it is, how it affects us all and what we can do about it.



Special Preview Screening

Join us for a preview screening of **A Path Appears** and an important discussion about sex trafficking in Southern Nevada.

Inspire Theater
107 Las Vegas Blvd. South
January 22, 2015
6 - 7:30 p.m.

Free and open to the public,
21+ only, seating is limited
Contact Diana Morgan at
dmorgan@VegasPBS.org or
(702) 799-1010 ext. 5415
to reserve your seat.



VOLUME 36 NUMBER 1

Las Vegas Metro Chamber of Commerce
575 Symphony Park Avenue, Ste. 100
Las Vegas, NV 89106
702.641.5822 • LVChamber.com

Kristin McMillan

President & CEO

Las Vegas Metro Chamber of Commerce

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EDITORIAL POLICY:

The *Business Voice* is a member newsletter of the Las Vegas Metro Chamber of Commerce. The Las Vegas Metro Chamber of Commerce welcomes input, ideas and suggestions from our members. As with any periodical, we must adhere to strict deadlines and we reserve the right to edit all materials submitted for publication. Commentaries that are marked as such do not necessarily reflect the opinion or position of the Chamber, its trustees or employees. The Chamber cannot guarantee the validity or accuracy of the contents of paid advertisements. Questions or concerns about content of the *Business Voice* can be addressed to Vice President of Marketing, Las Vegas Metro Chamber of Commerce, 575 Symphony Park Avenue, Suite 100, Las Vegas, NV 89106.

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chamber news

las vegas leaders discuss academic medical centers at upcoming healthcare meeting

Join the Metro Chamber for a special Healthcare Policy Committee meeting focusing on academic medical centers and the benefits they offer to Southern Nevada. The panel will feature Dr. Mark A. Penn, founding dean of Roseman's College of Medicine, Hon. Shelley Berkley, CEO and senior provost of Touro University and Dr. Barbara Atkinson, planning dean for UNLV's School of Medicine. Following the meeting, participants will be invited to tour Roseman's facilities. The meeting will be on Wednesday, January 14, from 11:30 a.m. – 1:00 p.m. The meeting session will be held at the Roseman University College of Medicine. For more information and to register, visit LVChamber.com or call 702.641.5822.

save money on rental cars with new chamber benefit

The Metro Chamber has partnered with Enterprise and National rental car companies to bring members preferred rates, special savings and other perks. Through the savings program, members can expect set business rates, including best rate guaranteed from National, enrollment in the Emerald Club (giving you the power to bypass the counter and get moving), guaranteed rates even for last minute travel plans, no change fees or additional drivers' fees, and the flexibility to book your rental car how it works best for you – on-line, on the phone or in person. For more information on how your company can take advantage of this savings program, visit LVChamber.com or call 702.641.5822.

grow your business and promote your brand at preview las vegas

Preview Las Vegas, the Metro Chamber's annual conference and tradeshow event, gives you the tools, insight and information you need to be an informed and engaged leader in the Southern Nevada business community. Preview provides you access to network with nearly 2,000 business professionals and executives empowered to make purchasing decisions. Preview Las Vegas will be held on Friday, January 30, at the Thomas and Mack Center – Cox Pavilion, from 7:00 a.m. – 1:30 p.m. Tickets are \$60 for members and \$80 for non-members. For more information, including tickets and exhibitor registration, visit PreviewLasVegas.com or call 702.641.5822.

NewsFeed

newsfeed: legislative leaders share insight into 2015 legislature

The Las Vegas Metro Chamber of Commerce and the *Las Vegas Review-Journal* have joined forces for NewsFeed, a new breakfast series that aims to ignite conversations about important community issues. Join us as we hear from legislative leaders, including **Nevada State Senate Majority Leader Michael Roberson, Nevada State Senate Minority Leader Aaron Ford, Speaker Designee of the Nevada State Assembly John Hambrick and State Assembly Minority Leader Marilyn Kirkpatrick**, as they discuss the 2015 legislative outlook. The panel will be moderated by Glenn Cook, Senior Editorial Writer for the *Review-Journal*. Newsfeed is a great opportunity for businesses large and small to get a primer on the 2015 legislative session. The breakfast is on Monday, January 12, from 7:30 – 9:00 a.m. at the Four Seasons Las Vegas and tickets are \$40. For more information, visit LVChamber.com or call 702.641.5822.

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news you need



sba program helps small businesses compete in the marketplace

The U.S. Small Business Administration created the 8(a) Business Development Program to help small businesses compete in the marketplace. The 8(a) program offers a broad scope of assistance to firms that are owned and controlled by socially and economically disadvantaged individuals. The 8(a) Business Development Program is essential for helping entrepreneurs gain access to the economic mainstream of American society. Participation in the program is divided into two phases over nine years: a four-year developmental stage and a five-year transition stage. For more news on the 8(a) Business Development Program, including benefits and requirements, visit sba.gov.



community leaders discuss the future of southern nevada

Southern Nevada legislators, local government officials and business leaders will come together to discuss ideas, policy issues and priorities regarding the future of Southern Nevada at the Southern Nevada Forum. The forum will be held on Friday, January 9, from 8:00 – 11:00 a.m. at Las Vegas City Hall. For more information on the Southern Nevada Forum, view page 10 and for registration, visit LVChamber.com or call 702.641.5822.

tax foundation analyzes nevada's structure and makes recommendations

The Las Vegas Metro Chamber of Commerce commissioned the Tax Foundation to take a critical look at Nevada's current tax structure, analyze its pros and cons and make recommendations for long-term solutions. The Tax Foundation, a non-partisan research organization known for its analysis of tax policy, is committed to achieving four foundational principles in evaluating and recommending tax policies: simplicity, transparency, neutrality, and stability. Over the course of five months, the Tax Foundation met with small business owners, local government officials, trade associations, industry representatives, state officials, and ordinary taxpayers. Among other recommendations, the Tax Foundation concluded that Nevada should consider fixing what is broken with the current system instead of pursuing a brand new tax to layer on top of the complex existing tax system. For more information on the Tax Foundation's report, view page 10 or visit LVChamber.com/news.

for your benefit

K

eeeping your business front and center is imperative to attracting and retaining customers. One of the greatest benefits Metro Chamber members have access to is submitting Member News for

publication in the *Business Voice*. Metro Chamber members of all levels receive a copy of the *Business Voice*, the Metro Chamber's magazine that is distributed to nearly 10,000 business professionals and elected officials every month. Member News submissions include charitable giving, upcoming events, promotions and announcements, business deals, company milestones and more. Member News items can be submitted at LVChamber.com through the Member News portal or by emailing press releases to pr@lvchamber.com. For more information, contact Danica Torchin at 702.586.3834. For examples of Member News, view page 28 or visit LVChamber.com.

get recognition
for your business
by submitting
member news



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working for you

GOVERNMENT AFFAIRS AND PUBLIC POLICY

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champions policies at all
levels of government



CHAMBER PRIORITIES PASSED INTO LAW BY CONGRESS

In December, leaders from the Las Vegas Metro Chamber of Commerce were in Washington, D.C. to meet with federal lawmakers about issues important to you, including legislation intended to bolster job creation, economic development and long-term growth for Southern Nevada.

While in Washington, D.C. the Metro Chamber delegation was present in the Gallery of House of Representatives when members passed the National Defense Authorization Act, which included provisions designating Tule Springs as a national monument, ensuring protections for one of the world's largest deposits of Ice Age fossils. The U.S. Senate passed the measure the following week. Federal recognition for this land has been a longstanding priority for the Metro Chamber because it will enhance ecotourism and economic development efforts.

Tule Springs was not the only Metro Chamber priority to move forward and become law. Congress reauthorized the Travel Promotion, Enhancement and Modernization Act of 2014 that funds Brand USA. Brand USA is a non-profit, public-private partnership that promotes destinations in the United States to travelers around the world.

This legislation is very important to Las Vegas. International visitors to Las Vegas represented 20 percent of all visitors and accounted for 32 percent of visitor spending in Southern Nevada in 2013.

These bills passed through Congress because of the leadership, partnership and determination of Senate Majority Leader Harry Reid, Senator Dean Heller, Congresswoman Dina Titus, Congressman Mark Amodei, Congressman Joe Heck and Congressman Steven Horsford.

TAX REPORT

The Tax Foundation, a national tax policy research organization,

will issue a report commissioned by the Las Vegas Metro Chamber of Commerce that will evaluate the strengths and weaknesses of Nevada's tax structure. The report's executive summary, which was released to the Chamber's members and community partners in the early days of December, presented objective and independent analysis of the state's tax structure done by some of the nation's most prominent tax policy experts. It is important to note that the Metro Chamber did not have editorial input or control over the content of the report.

The Metro Chamber commissioned the report in an effort to initiate a statewide conversation on stabilizing Nevada's tax structure with meaningful, long-term solutions—making tax policies more predictable for businesses and less vulnerable to major revenue fluctuations while improving tax neutrality, transparency and simplicity.

In general, the report concluded Nevada's existing system of taxes magnifies economic volatility and is



too narrow, overly complex, outdated and inequitable. It also found that the current system, if allowed to stand, will become increasingly unworkable in trying to diversify our economy and promote economic competitiveness. It concludes, however, that a sound, principled tax structure can be achieved by fixing what is broken with the current system instead of pursuing a brand new tax. It identifies a number of possible options for doing so.

For a link to the executive summary, please visit the Metro Chamber's home page at www.lvchamber.com.

WATER RATE

In December, the Southern Nevada Water Authority (SNWA) Board of Directors approved the Integrated Resource Planning Advisory Committee (IRPAC) recommendation to develop a new pumping station to provide water from Lake Mead to Southern Nevada's population center in the event the lake's water level falls below 1,000 feet. This will allow SNWA

to continue to deliver uninterrupted service to its customers in Southern Nevada in the event the water level drops below the critical 1,000 foot mark. The advisory committee determined that the new low level pumping station was the best way to mitigate the current risk of the water level dropping below 1,000 feet.

In regards to the rate proposal process, the Metro Chamber advocated on behalf of the business community by ensuring that the proposed rates intended to finance the project would be predictable and fair to rate payers. IRPAC recommended financing the project through a fixed fee to be phased in over the next three years. New rates for residents and businesses will be enacted starting in January 2015.

SOUTHERN NEVADA FORUM

The Las Vegas Metro Chamber of Commerce will host the Southern Nevada Forum in preparation for the 2015 Legislature. Stakeholders

will gather to discuss legislative priorities for Southern Nevada during the session. The forum has met between legislative sessions in subcommittees designed to mirror the legislature's committee structure ranging from healthcare to economic development.

As part of the lead up to the 2015 legislative session, the forum is reconvening as a whole to discuss and receive updates on legislative priorities for Southern Nevada on January 9, 2015. The forum will convene from 8:00 - 11:00 a.m. in the Las Vegas City Council Chambers located at 495 S. Main Street.

SAVE THE DATES

THURSDAY, JANUARY 8

CITY OF LAS VEGAS
STATE OF THE CITY

4:00 - 8:00 p.m.

Las Vegas City Hall
495 S. Main St.
Las Vegas, NV 89135

THURSDAY, JANUARY 27

NORTH LAS VEGAS
STATE OF THE CITY LUNCHEON

11:30 a.m. - 1:00 p.m.

Texas Station
2101 Texas Star Ln.
Las Vegas, NV 89130

your scene | you're seen



board of
trustees
installation
luncheon



More than 500 Metro Chamber members, local dignitaries and community leaders attended the installation of the 2015 Board of Trustees and received a glimpse of what's in store for the Las Vegas business community in the coming year from new Chairman, Bob Brown. Attendees were treated to a special performance from Opportunity Village's premier dance troupe, the OV ELVI, and City of Las Vegas Mayor Carolyn Goodman was on-hand to swear-in the trustees. During his remarks, Brown detailed plans for the Metro Chamber that would expand economic growth, create new jobs for Southern Nevada and promote the Metro Chamber's pillars of advocacy, partnership and resources. You can read Brown's remarks at LVChamber.com/news.

“LEADERSHIP AND LEARNING ARE INDISPENSABLE TO EACH OTHER.”

- John F. Kennedy

The Leadership Institute of Las Vegas develops individuals at all stages of leadership, from an emerging leader to one who already influences and mentors others.



Emerge as a catalyst for change after this intensive and unparalleled ten-month deep dive into our community's most challenging issues and greatest strengths.



Advance your career and advance your community after ten months exploring the inner-workings of Southern Nevada while expanding your leadership capacity through formal skills-based training.



Take an intensive two-day crash course into the history, infrastructure and influencers that shape Las Vegas.

INFORMATION AND
APPLICATIONS AVAILABLE AT
LEADLV.COM OR 702.641.5822





■ LAS VEGAS preview

BRIGHT LIGHTS. **BIG IDEAS.**

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CUE THE LIGHTS. IT'S TIME FOR BIG IDEAS!

As Nevada celebrated 150 years of statehood in 2014, we saw many encouraging signs that our community is in full recovery swing. Our state's unemployment rate fell to a six year low. New homes are being built again. The High Roller opened at the LINQ. MGM Resorts International broke ground on a 20,000 seat arena now rising at I-15 and Tropicana. The business community rallied to pass Fuel Revenue Indexing to fund more than 185 transportation projects and create more than 9,000 jobs, and led the charge to defeat the jobs-killing Margins Tax Initiative. Tule Springs Fossil Beds were designated by Congress as Nevada's only national monument and Las Vegas passed a major economic milestone when it exceeded, for the first time, 40 million annual visitors.

What's next for our economy? Are we really out of the woods? What still needs to be done to ensure a robust economic future and healthy job creation?

Find out Friday, January 30, at Preview Las Vegas 2015, the annual forecasting and relationship-building event converging dynamic national speakers, local economic experts and industry leaders. Preview combines a dynamic tradeshow with an information-packed conference that gives you the tools and information you need to know to grow your business in 2015 and beyond.

"As the largest conference of business leaders in Southern Nevada, Preview Las Vegas is where economic information is presented and valuable insights into the coming year are shared by national and regional experts. Preview is also where important connections are made and business gets done." says Metro Chamber CEO Kristin McMillan.

More than 100 exhibitors from all segments of our economy converge on the concourse of the Thomas & Mack Center to forge new business relationships and engage new and existing customers. Exhibitors include local small and large businesses, non-profits, government entities, startups and popular eateries. Last year Resource Row, where attendees could connect face-to-face with government staff, was a popular addition to the tradeshow floor. This year we've added the Startup Curve to the concourse to showcase some of our exciting startup companies' new products and technologies originating from Las Vegas.

FRIDAY, JANUARY 30
7:00 a.m. - 1:30 p.m.
Thomas & Mack Center - Cox Pavilion



More than 2,000 business peers will convene at Preview to hear from experts on what the economic indicators and trends are telling us about our most immediate and pressing issues and opportunities. This year's speaker lineup includes:



KRISTIN MCMILLAN

President and CEO, Las Vegas Metro Chamber of Commerce

Kristin McMillan will Emcee Preview, tying the information together and issuing a call-to-action for the business community in 2015.

As president and CEO of the largest business organization in Nevada, McMillan leads the strategic direction and operations of the Metro Chamber, overseeing initiatives to support business, generate jobs and strengthen the local economy. A lawyer by training and a businesswoman by experience, McMillan has been extensively involved in business and community leadership at the national, regional and local levels.

McMillan served as the 2010 Chairman of the Board of Trustees for the Las Vegas Metro Chamber and has served in board capacities with the Nevada Development Authority, the

Nevada Taxpayers Association, the Desert Research Institute Foundation and the United Way of Southern Nevada. She currently serves as a board member of the U.S. Travel Association, Las Vegas Convention and Visitors Authority, the Las Vegas Global Economic Alliance, the Interstate-11 Coalition, and Western Association of Chamber Executives, as well as a member of the Chamber of Commerce Committee of 100 for the U.S. Chamber of Commerce. Additionally, she is a member of the Nevada International Women's Forum.



JEREMY AGUERO

Principal Analyst, Applied Analysis

Southern Nevada's economy has clearly transitioned from recession to resurgence. Jeremy Aguero will review how far the local economy has come and what is expected for the coming year.

Aguero is a principal analyst with Applied Analysis, a leading economic, fiscal and policy research firm.

Aguero's work history demonstrates a wide range of abilities. He has performed countless economic and fiscal impact assessments

for projects of local, regional and national significance. Some of his major projects include The Hospitality Industry's Impact on the State of Nevada, delivered to the Federal Gaming Impact Study Commission in 1998. In 2003, he chaired the Governor's Task Force on Tax Policy's technical working group, co-authoring its 1,400-page report and ultimately receiving a Good Government Award from the Nevada Taxpayers Association.

In 2005, he served as the lead analyst for the Clark County Growth Task Force; and, in 2008, he was the principal researcher for the Las Vegas Metro Chamber of Commerce Fiscal Impact Series, which helped pave the way for significant reforms to Nevada's public employee pay and benefit systems as well as its collective bargaining statutes.



ROSSI RALENKOTTER

President/CEO, Las Vegas Convention and Visitors Authority

Rossi Ralenkotter will give us a look at what will keep Las Vegas ahead of the global competition in the coming years and ensure the Las Vegas economy continues to grow.

As President/CEO of the Las Vegas Convention and Visitors Authority (LVCVA), Ralenkotter is responsible for marketing and branding Las Vegas and Southern Nevada as the world's most desirable destination for leisure and business travel. Under Ralenkotter's leadership, the LVCVA successfully launched "Vegas Stories," the most successful branding campaign in tourism history. The campaign is best known for its oft-repeated tagline, "What happens here, stays here.™" It was selected the No. 1 campaign by the voting public and was inducted into the Madison Avenue Advertising Walk of Fame in 2011. The LVCVA owns and operates the Las Vegas Convention Center and Cashman Center. With Ralenkotter's oversight, Las Vegas remains the world's trade show capital, hosting 53 of the largest 250 trade shows.



ROBERT LANG

*UNLV Director,
Brookings Mountain West*

Dr. Robert Lang will delve into local opportunities and what resources we can leverage to create jobs and give Las Vegas a competitive edge in the global economy.

Lang is a nationally recognized authority on urban growth, economic development and population dynamics, including the interplay between politics and growth in the American West. He has authored over 150 academic and professional publications and has developed many new urban planning concepts such as "Boomburbs," "Edgeless Cities," and "Megapolitan Areas." His book, *Megapolitan America*, details the rise of megapolitan areas and how they will change how American plans.

His research has been featured in numerous media outlets, including *USA Today*, *New York Times*, *Washington Post*, *Wall Street Journal*, *US News and World Report* and reported on by CNN, MSNBC, Fox News, ABC World News Tonight and NPR.



TRISH REGAN

*Investigative Journalist,
Anchor/Editor-at-Large for
Bloomberg Television,
TV Host of "Street Smart"
and Author*

One of the most internationally recognized faces in business news, Trish Regan is the host of Bloomberg TV's "Street Smart with Trish Regan" daily from 3:00 - 5:00 p.m. ET during the close of U.S. markets, and a featured columnist in the world's most widely read newspaper, USA Today.

A sought after public speaker, Regan brings an informed viewpoint to her audience based, in part, on her access to the biggest names in business, politics, economics, and media. She provides viewers with a deep dive analysis of the world's most important geopolitical and economic events.

Named the most popular business TV host with the most watched closing bell program by the readers of top business website Business Insider, Regan is the recipient of multiple Emmy nominations for her documentary and investigative reporting work.

Prior to her position at Bloomberg, Regan anchored a daily show on CNBC and reported for the Today Show and NBC Nightly News.

A graduate of Columbia University, Regan is a member of the Council on Foreign Relations. She began her career as an analyst covering emerging debt markets at Goldman Sachs.

10 TIPS TO GET THE MOST OUT OF YOUR PREVIEW EXPERIENCE

1. Arrive early to explore the exhibits on the tradeshow floor and enjoy a light continental breakfast.
2. Stop by Resource Row where local and state government representatives will be on hand to answer your questions and assist you with your business.
3. See what's new at the Startup Curve where exciting new products and technologies will be presented.
4. Engage the Military Affairs Committee to help you explore how to do business with the multiple military entities operating in Nevada.
5. Learn how you can implement the free Customer Service Excellence program as your turnkey in-house employee recognition program.
6. Check out personal and employee development opportunities at the Leadership & Vegas Young Professionals Lounges.
7. Take in the information-packed, high-energy speaker conference in the Cox Pavilion.
8. Stay late to enjoy Preview the Taste and sample cuisines from some of Las Vegas' most popular eateries, just after the speaker program concludes, while you explore more of the floor.
9. Invite new or existing clients or important customers to attend Preview with you as your guests.
10. Showcase your own products or services by exhibiting at Preview.

To exhibit at Preview contact MJ Dennis at 702.586.3827 or mjdennis@lvchamber.com or visit PreviewLasVegas.com.



CENTURYLINK

Jeremy Ferkin, Vice President
of Operations

"We are proud & excited to have established Las Vegas as a 1 Gig city & are thankful for all the local support we have received for our 1 gig deployment. CenturyLink will continue to build our fiber network and connect businesses and residential customers with access to the fastest internet connection available in the US. Stay up to date on all our announcements by following us on Twitter @CenturyLinkLV!"



NV ENERGY

Paul Caudill, President and CEO

"NV Energy is your local utility company and we don't take that responsibility lightly. Operational excellence, environmental respect, and customer service are the guideposts we use to consistently improve our service to you. 'We're putting all of our energy into your energy' is not just a slogan. It's a commitment."



COX COMMUNICATIONS

Derrick R. Hill, Vice President
Cox Business/Hospitality Network

"Cox Business is proud to continue our platinum sponsorship of Preview Las Vegas: one of the best local opportunities for business networking and industry insight. Preview gives Cox an incredible avenue to showcase our exciting new business and residential products as well as to meet with Southern Nevada's decision makers."



WELLS FARGO

Doris Charles, Southern Nevada
Area President

"Wells Fargo is proud to be the official platinum community bank sponsor of Preview 2015, fostering the creation and expansion of dynamic businesses right here in Southern Nevada,"



LAS VEGAS REVIEW-JOURNAL

Marc Ficarra, Publisher

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"Chamber Health Options is proud to be a platinum sponsor of Preview Las Vegas. Chamber Health Options provides affordable health insurance choices for individuals, small businesses, and larger employers with 500 employees or more. Please visit ChamberHealthOptions.com or call 702.586.3889 for more details."

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what's happening

PLACES TO BE. PEOPLE TO MEET. THINGS TO KNOW. IN **JANUARY**

how
to
register:

Visit
LVChamber.com
and click on the
Events Calendar.

Call 702.641.5822.

january sponsors:



6

TUESDAY, JANUARY 6

CHAMBER VOICES TOASTMASTERS

Become a better speaker and a more effective presenter by joining Chamber Voices Toastmasters. Open to all members.

10:45 a.m. - Noon

Las Vegas Metro Chamber of Commerce

575 Symphony Park Ave. Ste. 100

\$54 every six months. Guests always complimentary.

9

FRIDAY, JANUARY 9

SOUTHERN NEVADA FORUM

Join Southern Nevada legislators, local government officials and business leaders to discuss ideas, policy issues and priorities regarding the future of Southern Nevada.

8:00 a.m. Registration and Continental Breakfast

8:30 - 11:00 a.m. Program

Las Vegas City Hall

495 S. Main St.

Complimentary

Sponsored by: Switch

12

MONDAY, JANUARY 12

NEWSFEED BREAKFAST

The Las Vegas Metro Chamber of Commerce and the *Las Vegas Review-Journal* have joined forces for NewsFeed, a new breakfast series that ignites conversations about important community issues. Join us as we hear from legislative leaders, including Nevada State Senate Majority Leader **Michael Roberson**, Nevada State Senate Minority Leader **Aaron Ford**, Speaker of the Nevada State Assembly Designee **John Hambrick** and Assembly Minority Leader **Marilyn Kirkpatrick**, as they discuss the 2015 Legislature. The panel will be moderated by Glenn Cook, Senior Editorial Writer for the *Review-Journal*.

7:30 - 8:00 a.m. Registration & Networking

8:00 - 9:00 a.m. Program

Four Seasons Hotel Las Vegas - Acacia 1 Ballroom

3960 Las Vegas Blvd. S.

\$40 Members & Non Members

\$50 at the door

\$400 per table of 10

Sponsored by: Chamber Health Options

12

MONDAY, JANUARY 12

VEGAS YOUNG PROFESSIONALS TOASTMASTERS

The VYP Toastmasters group is for all members to aid in the development of speaking, presentation and leadership skills.

6:30 - 8:00 p.m.

Las Vegas Metro Chamber of Commerce

575 Symphony Park Ave. Ste. 100.

Complimentary for guests

\$60 to join, \$36 every six months.

Sponsored by: Chamber Health Options, Wells Fargo and United Healthcare

00 - CHAMBER EVENT

00 - VYP EVENT

14

**WEDNESDAY, JANUARY 14
HEALTHCARE POLICY COMMITTEE MEETING**

The Healthcare Policy Committee gives members and their employees the opportunity to gain insight on key topics in the changing landscape of healthcare. This information-packed session will focus on academic medical centers and the benefits they offer to Southern Nevada. The panel will feature **Dr. Mark A. Penn**, founding dean of Roseman's College of Medicine, **Hon. Shelley Berkley**, president of Touro University and **Dr. Barbara Atkinson**, planning dean for UNLV's School of Medicine.
11:30 a.m. - 1:00 p.m.

Roseman University College of Medicine
Second Floor Lobby
10530 Discovery Drive

15

**THURSDAY, JANUARY 15
VEGAS YOUNG PROFESSIONALS
FUSION MIXER**

It's back. Start 2015 by building your circle of influence at the Vegas Young Professional Fusion Mixer. We're taking over third-Thursdays with the best and brightest Las Vegas. See you there.

7:00 - 9:00 p.m.

The Sayers Club, SLS Las Vegas
2535 South Las Vegas Boulevard

Online: \$10 for members, \$15 for non-members

At the door: \$15 for members, \$20 for non-members

Sponsored by: Chamber Health Options, Wells Fargo and United Healthcare

20

**TUESDAY, JANUARY 20
CHAMBER VOICES TOASTMASTERS**

See January 6

26

**MONDAY, JANUARY 26
VEGAS YOUNG PROFESSIONALS
TOASTMASTERS**

See January 12

27

**TUESDAY, JANUARY 27
NEW MEMBER BREAKFAST**

At this exclusive event for new members of the Metro Chamber, each participant will have the opportunity to introduce themselves and their business in a friendly atmosphere.

7:00 - 7:30 a.m. Registration & Networking

7:30 - 9:30 a.m. Program

Las Vegas Metro Chamber of Commerce
575 Symphony Park, Suite 100

27

**TUESDAY, JANUARY 27
INVESTING IN OUR CHILDREN'S FUTURE:
ADEQUACY STUDIES AND K-12 EDUCATION
IN NEVADA**

The Metro Chamber and the Lincy Institute will co-host this forum focusing on adequate education for K-12 students in Nevada.

8:00 - 11:00 a.m.

The Smith Center for the Performing Arts
Troesh Studio Theatre
361 Symphony Park Avenue

29

**THURSDAY, JANUARY 29
HIGHER EDUCATION
POLICY COMMITTEE MEETING**

Hear from **Dan Klaich**, chancellor of the Nevada System of Higher Education and **Luis Valera**, vice president of Government Affairs at the University of Nevada, Las Vegas, as well as representatives from the College of Southern Nevada, Nevada State College and the Brookings Institution on their priorities for the 2015 legislative session. Following the panelists' remarks, the floor will be open for discussion.

3:30 - 5:00 p.m.

Las Vegas Metro Chamber of Commerce
575 Symphony Park, Suite 100

30

**FRIDAY, JANUARY 30
PREVIEW LAS VEGAS**

Preview Las Vegas is the place you need to be to get the business information you need to know. Presented by the Las Vegas Metro Chamber of Commerce, this annual forecasting and relationship-building event converges dynamic national speakers, local economic experts and industry leaders in a conference and trade show event to give you the tools and information you need to do business in Las Vegas in the coming year.

7:00 a.m. - 1:30 p.m.

Thomas & Mack Center - Cox Pavilion
Tropicana & Swenson

\$60.00 Chamber Member, \$80 Non-Chamber Member
Sponsored by: Chamber Health Options, CenturyLink, COX, *Las Vegas Review-Journal*, NV Energy, Wells Fargo, The Howard Hughes Corporation, Bank of Nevada, Nevada Broadcasters Association, Nevada Drug Card, Nevada Business Magazine, Nevada Public Radio, Nevada State Bank, Republic Services, Sky High Marketing, Southwest Gas Corporation, Sunrise Health System, .Vegas, Vegas PBS

january
chamber
connections

Join this established dedicated leads group made up of professionals from a variety of industries. Limited openings available; call for space availability.

5:30 - 7:00 p.m.

See website for details on locations.

Tuesday, January 6
Tuesday, January 20

new health plans give members opportunities to control costs:

ANTHEM BALANCED FUNDING

In 2014, many employers with 2-50 employees were challenged by significant premium increases when their groups became subject to what is known as “adjusted community rating,” a rating method under which a health plan divides its members into classes or groups based on demographic factors such as geography, family composition, and age, and then charges all members of a class or group the same premium. Under adjusted community rating, a plan cannot consider pre-existing conditions or the claims experience of a class, group, or tier in developing premium rates.

Currently, mid-sized companies with 51-99 employees are allowed to purchase large group insurance with composite rates. However, beginning January 1, 2016, the rules change again, this time impacting the mid-sized groups. Like small group employers, they will face the new adjusted community rating methodology. The large group rates enjoyed for many years will no longer be available to them.

The Las Vegas Metro Chamber of Commerce understands how hard these new rating rules under the Affordable Care Act have impacted Metro Chamber members’ bottom line. Many hours have been invested since the inception of the new health care reform legislation to understand its provisions and to find answers and solutions for its members.

Through Chamber Health Options, there is now a solution to provide health insurance at more affordable rates.

Anthem Balanced Funding, an exclusively discounted health insurance option for Metro Chamber members with 10-250 enrolled employees, allows small and mid-sized employers who qualify to benefit from the best of both fully insured and self insured worlds. **Employers enjoy the peace of mind of fully insured plans while capitalizing on the advantages of self-funding.**

Concerns sometimes associated with having a “self-insured plan” are completely eliminated with this model because there is coverage included in the premium preventing deficit carry-forward and claims run-out. Monthly premiums are fixed and predictable. There is a cap on financial responsibility included in the premium with a potential money-back savings when claims experience is better than expected. For groups with as few as 10 and as many as 250 enrolled



employees, Anthem Balanced Funding offers this price advantaged option through the Metro Chamber by underwriting in the traditional way so that groups who promote wellness and healthy lifestyles aren't penalized and can enjoy more control of their bottom line with premiums that are much more predictable to forecast.

To find out more about Anthem Balanced Funding program through the Metro Chamber, call 702.586.3889 or request a quote at info@chamberib.com.

CHAMBER GROUP CAPTIVE

E

mployer sponsored group health insurance coverage is now one of the top two expenditures facing business owners. Health insurance costs increased at an upward trend of approximately 31% from 2008 to 2012. Given this trend, there is no evidence that large group rates in fully insured markets will stop climbing, creating a budget conundrum for many employers.

The Chamber Group Captive program may provide a solution. A little more than ten years ago, while medical premium rates were already beginning to soar causing angst among most business owners regarding future health insurance costs, a company based out of Ohio named Roundstone Insurance was founded. Roundstone took the self-insured model that large companies have followed for years and were the first to develop a program to pool mid-sized businesses together to share risk. This new model allows mid-sized businesses the same type of cost savings and stability of large corporations. In early 2014, Roundstone introduced themselves to the Las Vegas Metro Chamber with an offer to introduce their program to Clark County and Southern Nevada exclusively through the Metro Chamber.

The Chamber Group Captive program is ideal for businesses with 50-1000 full-time employees, but some groups with as few as 20 enrolled employees may still qualify. Even if a company has enrolled in a plan already, it still may have the opportunity to qualify and switch to the Chamber Group Captive program.

Below are some key benefits of this program:

- Proprietary medical insurance program developed to help control costs, manage trend and save money.
- Self-insured principles with fully insured stability.
- Major medical program only – ancillary lines not included.
- Aggregate, or pool, large claims to reduce volatility and minimize financial impact.
- Complete customization of plan design.
- Turnkey and includes everything you need to gain control and improve wellness.
- Proven: 30% cost savings experienced by groups with 100% return of collateral contribution.
- Allows mid-market employers to transition to self insured with lower risk and volatility.



Employers that join group captives typically have the following characteristics:

- Mid-Market business with 50 – 500 employees. May have as few as 20 or as many as 1,000 enrolled employees
- Desire access to data, eliminating the question as to how premium is calculated
- Control over plan design, service providers, and networks
- Financial transparency
- Ability to purchase insurance in the same way as large employers
- Engaged or ready to be engaged in some form of wellness
- Financially strong

To learn if Chamber Group Captive is a good solution for your company, contact Chamber Health Options at 702.586.3889 or email us at info@chamberib.com.

spotlights

(B) Chris Launius

Plant Manger - Meadow Gold Dairies

Chris worked in multiple supply chain functions previously in his 10 years with Unilever including finance, logistics, operations, and planning. Prior to Unilever Chris was in Human Resources with Nordyne Inc., and served in the U.S. Coast Guard for 6 years. Chris holds a BS (Org. Mgt), as well as a Masters Degree (SCL) from Seton Hall University. He is married with 3 children and spends his free time traveling with his family.

(A) Robert Simmons

CEO - Nevada Driving Schools

Robert Simmons is a former U.S. Marine, police officer, emergency services team member and truancy officer, working extensively with public and charter school districts directing truancy enforcement and management programs. Simmons' company, Community Services Associates, Inc., was the first driving school in the nation to be approved by AAA's Driver Improvement Programs. It conducts driver education and traffic law training, online and classroom driving courses, and certification for instructors and military staff in AAA's Driver Improvement Programs.



(D) Charles Whitby

Managing Director - EastGate Enterprises

Charles Whitby is the Managing Director of EastGate Enterprises. Originally from Lansing Michigan, Charles studied Computer Networking and Business Administration at Lansing Community College and Michigan State University. He holds eight information technology certifications and three financial licenses. Charles is the host of a financial responsibility and an information security podcast. He serves on the ministerial staff at his church and is a board member for both the 100 Black Men of Las Vegas and the Information Systems Security Association.

(C) Bina Hribik-Portello

Regional Vice President - Life Care Centers of America Silver Region

Life Care Centers of America operates more than 220 nursing, sub-acute, rehabilitation, home health and Alzheimer's centers in 28 states. The Silver Region encompasses five facilities in Nevada and Utah. Bina Hribik-Portello joined the company in 1998. She has more than 20 years of experience in health care leadership and has served as administrator at three skilled nursing facilities before overseeing the Life Care Centers' Silver Region. She also has a background in acute care and in human resources management.

president's
club

Lisa Polonet-Werner**Owner/Founder –
Paul's Vegas Photography**

Lisa Polonet-Werner, is the owner and founder of Paul's Vegas Photography and Lisa Polonet Intimate Photography. She is a member of Professional Photographers of America (PPA) and Wedding Portrait Photographers International (WPPI). Polonet-Werner is a published photographer and continues her photographic education and keeps current through the professional organizations that she belongs to. A longtime resident of Las Vegas, she has worked with local dog rescues by providing photographic services to raise money for their causes.

John Wilcox**Senior Vice President and
Regional Banking Manager
– City National Bank**

John Wilcox joined City National Bank in October 2009. He oversees client service and retention, business development at the eight Nevada City National Bank offices. As a long-time resident of Las Vegas, Wilcox has been involved in many aspects of the community. He is also a past chairman of the Board of Trustees for the Las Vegas Chamber of Commerce and a graduate of Leadership Las Vegas..

Lisa Santwer**Director of Marketing and
Public Relations –
Comprehensive Cancer
Centers of Nevada**

Santwer oversees marketing and communications for CCCN. She helped establish CCCN's nonprofit, ORION Cancer Foundation, and serves on the Executive Committee of Candlelighters Childhood Cancer Foundation of Nevada. Her community activities include serving as co-chair for 2015 Leadership Las Vegas' Health Day and advisory board for UNLV School of Health Sciences. Santwer is a graduate of Leadership Las Vegas and a 2012 Hall of Fame inductee into the Women's Chamber of Commerce.



executive
level

**Jeffrey W. Shaw
CEO – Southwest
Gas Corporation**

Jeff Shaw joined Southwest Gas in 1988 as director of Internal Audit. He was promoted several times throughout the years before being named CEO. Shaw serves on the boards of the American Gas Association, the Desert Research Institute Foundation, the UNLV Foundation and as chairman of the Western Energy Institute and president of the Las Vegas Area Council of the Boy Scouts of America.

**Jim Spinello
Local Government and Public
Affairs Director –
R&R Partners**

A former Nevada state assemblyman and public administrator, Jim Spinello uses his knowledge of Nevada state government to advocate on behalf of R&R Partners' government and public affairs clients. Previously, as assistant director of administrative services for Clark County, he oversaw the Office of Emergency Management; Strategic Planning and Organizational Development; and Franchise Services. He helped establish the County's ethics guidelines and was appointed to the Nevada Homeland Security Commission by Governor Kenny Guinn (R-NV).

**Linda Johansen-James
President/COO –
American Kiosk Management**

Founded in 1997, American Kiosk Management, which represents Proactive Skin Care Products, employs over 1500 employees in 677 locations in 50 states as well as Canada. Johansen-James was the director of membership and marketing for the Salt Lake Area Chamber of Commerce and also CEO of her own marketing company. Johansen-James is very active in St. Jude Children's Research Hospital and now serves as the treasurer of Camp Soaring Eagle Camp Foundation in Sedona, Arizona.

■ LAS VEGAS preview

BRIGHT LIGHTS. **BIG IDEAS.**



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REGAN**

*Investigative Journalist,
Anchor/Editor-at-Large for
Bloomberg Television,
TV Host of "Street Smart"
and Author*



**DR. ROBERT
LANG**

*UNLV Director,
Brookings Mountain West*



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for Metro Chamber members

FRIDAY, JANUARY 30, 2015

Thomas & Mack Center - Cox Pavilion
7:00 a.m. – 1:30 p.m.



**JEREMY
AGUERO**

*Principal Analyst,
Applied Analysis*



**KRISTIN
MCMILLAN**

*President and CEO,
Las Vegas Metro
Chamber of Commerce*



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Nevada State Bank • Republic Services • Sky High Marketing • Southwest Gas Corporation
Sunrise Health System • .Vegas • Vegas PBS**

member news

PRESIDENT'S CLUB MEMBER | EXECUTIVE LEVEL



upcoming events

Ryūko Martial Arts is hosting its grand opening on January 10, from noon – 4:30 p.m. at 5675 Topaz St. The event will feature demonstrations by class instructors, prize giveaways and class registration specials. For more information, call 702.465.1228 or visit ryukolv.com.

NetEffect announced its merger with uptimeLV and is hosting its open house on January 14, from 4:00 – 7:00 p.m. at 5575 S. Durango Drive. For more information or to RSVP, e-mail rsvp@neteffect-it.com

The **University of Nevada Cooperative Extension** will hold its annual holiday tree recycling program through January 15. The university's partnership with the Southern Nevada Christmas Tree Recycling Committee has spanned eleven years. For more information about the committee and drop-sites, visit www.unce.unr.edu.

Bridal Spectacular will host its Bridal Spectacular Show at Cashman Center on January 16 – 17. The event will feature fashion shows and an inspiration avenue and will showcase over 180 bridal exhibitors. For tickets, schedules and more information, visit bridalspectacular.com.

Southern Nevada Public Television will host its 26th annual Splendor in the Glass wine and beer tasting event on February 7, from 3:00 – 7:00 p.m. at the Westgate Las Vegas Resort & Casino Ballroom. For tickets and more information, call 702.799.1010.

Vegas PBS announced its third annual PBS LearningMedia Digital Innovators Program for tech-savvy K-12 educators. Through February 11, educators can apply to the program by submitting a 60 – 120 second video and two essay questions. For more information and to apply, visit pbslearningmedia.org.

announcements

VSR Industries named **TWC Construction** as general contractor for its new 28,000 square foot production factory. This is the third building the companies have partnered on in Southern Nevada.

Brownstein Hyatt Farber Schreck named Lindsey Williams as associate in its Las Vegas office. Williams is a member of the corporate and business department.

Matt Smith Physical Therapy hired physical therapy assistant Lauren Taylor and expanded its clinical services team with new hires Junwyn Agustin, Patrick Thurman, Niurky Miralles, Jesse Sherrod and Asia Hunwick.



Bank of Nevada named Rodney Chaney as vice president- relationship manager. Chaney is responsible for client relationships and will be located at the Hualapai branch.



St. Rose Dominican Hospital selected Melissa Walker as its chief financial officer and named Larry Barnard as president and CEO of its San Martín campus.



Matt Engle, account executive at **Cragin & Pike Insurance**, was elected chairman of the board of directors for the **Las Vegas Natural History Museum**.



SCORE Las Vegas appointed Lori Murphy as 2015 chapter chair. SCORE is a resource partner of the U.S. Small Business Administration that provides free counseling and mentoring to small business owners, managers and entrepreneurs.



Kevin Burke was reappointed to the Nevada State Contractors Board. The Contractors Board is responsible for regulating and ruling on all issues that impact the construction industry. Burke is president & CEO of **Burke Construction Group**.

The Las Vegas Metro Chamber of Commerce is proud to provide members with a place to publish their current announcements. Email news items to pr@lvchamber.com or fax to Public Relations at 702.735.0320.

congratulations

MountainView Hospital and its Las Vegas Institute for Robotic Surgery is the first facility in Las Vegas to receive the da Vinci Xi® Surgical System, which offers patients less invasive options and faster recovery from a variety of surgeries.

SolarReserve received two Engineering News Record-Southwest best project awards for its landmark Crescent Dunes Solar Energy project. The award-winning project was named best overall as well as best energy and industrial construction project.

Robert J. Caldwell, shareholder at **Kolesar & Leatham**, was elected president of the UIA Litigation Commission. The UIA is made up of more than 2,000 individual members and 200 bar associations from over 110 countries.

Boyd Gaming Corporation received a Green Gala Leadership Award from the Nevada chapter of the U.S. Green Building Council. The company was recognized for promoting sustainability in the state of Nevada.

Dr. Kyle Konold, executive director of **The Delta Academy**, won the Education Category during the Top Tech Exec Awards held at **The Smith Center for the Performing Arts**.

wheeling and dealing

Commercial Executives Real Estate Services recently represented a company in the purchase of a multi-family property located at 3812 Royal Crest Ave. The sale is valued at \$330,000.

National Licensing Services, an independent woman-owned minority business enterprise based in Las Vegas, received certification as a local emerging small business in Nevada from the **Governor's Office of Economic Development**.

Madrivo Media's email-generated revenue hit an all-time high, with a revenue spike of 250 percent on Black Friday and 160 percent on Cyber Monday year-over-year.

Urban Turban, a Bombay kitchen and tapas bar, brought its fresh take on authentic Indian fares to Las Vegas. Opened in December, the restaurant fuses authentic Bombay-style cuisine with a modern dining ambiance.

CLEAR, a biometric secure identity platform, launched at **McCarran International Airport**. McCarran joins CLEAR's expanding airport network making travel to and from Las Vegas even easier.

River Dogz Lake Mead, a new adventure tour company, launched in Las Vegas. River Dogz offers hydro bike tours on Lake Mead as well as kayaking, paddle boarding, hiking and core fitness workouts.

community service

CenturyLink invested in the **Las Vegas Global Economic Alliance's** Engage Southern Nevada investment campaign.

Fremont Street Experience donated 100% of SlotZilla revenue from October 30 to **Susan G. Komen of Southern Nevada**. The president of Fremont Street Experience, Jeff Victor, and director of marketing, Tom Bruny, presented Stephanie Kirby, executive director of Susan G. Komen of Southern Nevada, a check of \$10,000.

Three Square Food Bank received a \$7,000 grant from Hunger Is to help solve childhood hunger. This grant was made possible by customers who contributed during a month-long, in-store fund raiser at Southern Nevada Vons stores.

America First Credit Union donated 700 turkeys to military personnel and their families at **Nellis Air Force Base** through Operation Warmheart for Thanksgiving. Operation Warmheart is an organization made up of military members who help their fellow airmen.

Improving Student Performance for Over 35 Years



For over three decades, Catapult Learning has been dedicated to improving academic achievement for students, Pre-K to grade 12. Our proven, research-based educational solutions incorporate best practices for teaching and learning and ensure every student reaches his or her fullest academic potential.

Catapult Learning supports 20 Clark County public schools with our eValueate™ online assessment system, delivers Title I tutoring services to several local private schools, and offers comprehensive K-12 solutions with the Alliance™ school turnaround model.

Catapult Learning

For more information contact:
Marsha Irvin • (702) 560-5214
marsha.irvin@catapultlearning.com

ribbon cuttings

CELEBRATING BUSINESS GROWTH

To arrange your ribbon cutting, contact Georgia Allen at 702.586.3838 or email gallen@lvchamber.com



CLARK COUNTY MEDICAL SOCIETY

Clark County Medical Society (CCMS) serves the needs of physicians, patients and the Clark County community with responsibility and integrity. CCMS Nevada, located at 2590 East Russell Road, celebrated with local dignitaries, community partners and the Metro Chamber Ambassadors. Call 702.739.9989 or visit clarkcountymedical.com.



BONEFISH GRILL

Bonefish Grill announced its newest location at 8701 West Charleston Boulevard with dignitaries, community partners from Olive Crest, Metro Chamber Ambassadors and committee volunteers. Bonefish Grill's anglers are here to ensure customers' Bonefish Grill experience is outstanding each and every time one visits. Call 702.240.0532 or visit bonefishgrill.com.



CHRIST CHURCH EPISCOPAL

Christ Church Episcopal, located at 2000 South Maryland Parkway, commemorated its solar panel installation with NV Energy, a check donation, several local dignitaries and community partners, who were all in attendance to celebrate with Christ Church. Call 702.735.7655 or visit christepiscopallv.org.



VOLUNTEERS IN MEDICINE OF SOUTHERN NV

Volunteers in Medicine of Southern NV (VMSN) commemorated the ground breaking of its flagship clinic. Providing approximately 6,000 patient visits each year, it serves as the medical home for more than 2,300 Southern Nevadans. Through the generosity of volunteers and community partners, VMSN is able to deliver close to \$4,000,000 in free health care every year. Visit vmsn.org.



AINSWORTH GAME TECHNOLOGY

Ainsworth Game Technology, a designer of innovative gaming machines and related technology, held a ground breaking ceremony to unveil the company's new 290,000+ sq. ft. headquarters for the Americas. The new facility will be located on Sunset Road near the Jones exit on 215 West. Construction will commence in early 2015 with estimated completion to occur in the first half of 2016. Call 702.778.9000 or visit ainsworth.com.



BERGER TRANSFER & STORAGE

Berger Transfer & Storage, formerly All American Van, announced its 16th location at 600 East Cheyenne Avenue. Locally operated in the Las Vegas Valley since 1966, Berger is a full-service mover that provides diversified transportation and storage services. Call 702.399.9913 or visit allamericanvan.com.

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GOODWILL OF SOUTHERN NV

Mayor John Lee, distinguished Board members and local dignitaries joined Goodwill of Southern NV to celebrate its ground breaking, located at 2509 East Lake Mead in North Las Vegas. The new location is expected to open during the first quarter of 2015 and create more than 40 new jobs.



BARRETT & CO. INC. - HEROES HOME TEAM

Barrett & Co. Inc. - Heroes Home Team commemorated more than 55 years in business and its grand reopening, located at 2885 South Jones Boulevard. Call 702.252.7100 or visit barrettandcompanyrealtors.com.



ACCESSIBILITY SERVICES

Accessibility Services announced its seven year anniversary and Metro Chamber membership. Accessibility Services, Inc. has the training, experience, and resources to make a lifetime stay in your home safe and comfortable. Call 702.469.6090 or visit accessibilityservices.net.



POT LIQUOR CONTEMPORARY AMERICAN SMOKEHOUSE

Pot Liquor Contemporary American Smokehouse commemorated its grand opening with local dignitaries and the Metro Chamber Ambassadors and ribbon cutting volunteers. It is located at 6587 Las Vegas Boulevard South inside Town Square. It serves authentic Southern-style barbecue with a contemporary twist. Call 702.816.4600 or visit potliquorcas.com, FB, Twitter and Pinterest.



GOLFSMITH INTERNATIONAL

Golfsmith International announced its grand opening at 2315 Summa Drive, Suite 1B in Downtown Summerlin, with local dignitaries and Metro Chamber volunteers. It guarantees the lowest prices, lets you try before you buy, and offers custom fitting with a personal certified fitter and easy, no-hassle returns. Call 702.228.0038, visit golfsmith.com.



CAREMORE

Caremore, located at 3041 East Flamingo Road, announced its grand opening with dignitaries and many community partners to share its Medicare advantage health plans and its approach to overall wellness. Call 702.436.0835 or visit caremore.com.

member to member



Michael D. Richards,
President,
College of Southern Nevada

workforce and staff training tips every employer needs to know

D

o you have a plan for your business' hiring, training and retraining needs? There are resources to help. Many of them are free or low-cost.

The Nevada Workforce Development Center launched last year at the College of Southern Nevada's Cheyenne campus to do just that. A partnership between the State Department of Employment, Training and Rehabilitation and CSN, this center has affordable solutions to many businesses' top problems.

As employers look ahead, CSN has some tips to get your team ready to take on 2015.

B2B? B2C? Or B2G? Training Every Employee Needs

There are skills that employees need for successful interactions with clients of any kind. Your front-line staff can benefit and improve returns with enhanced soft skills training. The Nevada Workforce Development Center can provide training in negotiation skills, customer service, conflict resolution or emotional intelligence basics.

The center provides WorkKeys assessment, which was developed by ACT, Inc., a nonprofit best known for its college entrance exam. The assessment can identify hidden weaknesses in training, which can then be addressed.

There is benefit for your staff, too. Once they've completed the assessment, they are eligible to receive a National Career Readiness Certificate, a nationally recognized standard for measuring skill levels. Many employees don't have diplomas or certificates to represent the on-the-job skills they've gained through experience and the NCRC will tell you what they can do.

New Technology Giving Your Staff the Blues?

If you're updating technology, you need additional training for staff before going live to avoid service disruptions.

Whatever your technology, we can create the right training

modules. CSN sites are equipped with computer labs and spaces that facilitate the best learning environments. But we also do on-location training, which can be good for convenience or if you have on site equipment.

A Word on Point of Sales Training...

Many restaurants and retail operations run into trouble when they experience frequent turnover of staff that must use a complicated point of sales system. The Nevada Workforce Development Center can create a customized training specific to your system. This can be done in a day, week or periodically onsite and go hand-in-hand with supplemental training in customer service, phone etiquette and time management strategies to ensure all employees are set for success.

Incorporating the National Career Readiness Certificate mentioned above into the hiring process also produces a higher caliber employee and decreases turnover and training costs.

Hard to Fill Openings?

The Nevada Workforce Development Center has you covered. At no-cost, you can access a broad bank of data to find a workforce with skills you need. Or tap into CSN's best-and-brightest graduates. According to Brookings Mountain West, installation, maintenance and repair workers, medical/clinical lab technicians, electrical and electronics engineering technicians, database administrators and web designers are some of the top 10 most frequently advertised hard-to-fill openings in Nevada that require less than a bachelor's degree. We can help you find qualified applicants in these and other areas.

The center also provides free local and regional economic data to plan your employment needs for the future.

In the end, employers who use a comprehensive, evidence-based assessment and training system become more efficient and hold onto their workers longer. And that's a return on investment everyone can get behind.

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2014: a year of getting things done for you

T

he Metro Chamber was focused on getting things done in 2014 that will help member businesses thrive and create jobs, as well as build a strong economic future for our community. Here are just a few of the Metro Chamber's many accomplishments in the past year:

- Played a pivotal role in defeating Question 3 – The Margin Tax Initiative, that would have harmed our economy, cost thousands of jobs and created steep hikes on everything from food to medical care.
- Successfully pushed for two key federal priorities that were passed by Congress – designation of Tule Springs Fossil Beds as a national monument and reauthorization of Brand USA. Both will help expand international tourism and create jobs.
- Launched ChamberHealthOptions.com to provide expanded opportunities for employers and their employees to access a variety of health care plans and providers, as well as navigate the complexities of the Affordable Care Act.
- Relocated to The Smith Center for the Performing Arts, placing the Metro Chamber in the heart of the community and giving members a central location to meet, connect and do business.
- Expanded the Metro Chamber's policy committees to give members and their employees a greater voice in the community on issues that matter most to them, like education, healthcare and transportation.
- Helped convene the Southern Nevada Priorities forums with legislators, business and community leaders to achieve a cohesive agenda during the 2015 Legislature.
- Successfully pressed for passage of the Fuel Revenue Indexing to fund more than 185 transportation projects in Southern Nevada that will create more than 9,000 jobs.
- Partnered with Brookings Mountain West and UNLV for a symposium on elevating UNLV to a Carnegie Tier I facility, followed by a luncheon address by acting UNLV president Don Snyder.
- Convened a statewide conversation on K-12 education reform and priorities for the 2015 legislative session.
- Represented the business community on the Southern Nevada Water Authority's Integrated Resource Planning Advisory Committee to address our current and future water needs and sustainability resources.
- Partnered with the Nevada Department of Business & Industry to present the Governor's Conference on Small Business 2014.



For a full list of 2014 accomplishments, go to LVChamber.com



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a year with perspective

Do you make New Year resolutions? If you do, are you asking yourself the right questions before making them? Shouldn't your resolutions be centered on what you're really passionate about? We might be more successful at keeping those resolutions if they were truly close to our hearts, right?

This year, VYP Community Outreach Committee is focusing on a specific passion area each quarter. Giving back is something that is close to the hearts of many people, but often they don't know how they can give back or if what they have to give will really make a difference. Our goal is to drive maximum impact here in our Las Vegas community through leveraging the full talents and potential of our young professional membership.

2015 COMMUNITY OUTREACH PASSION AREAS

- Q1 Performing Arts
- Q2 Health & Wellness
- Q3 Education
- Q4 Social Impact

Whether your 2015 resolutions are to better your professional acumen or personally become more fit, we are working with non-profits and organizations in our passion areas to create and support projects that match with your passions.



If you are one of those peeps who love giving back then you'll be excited to hear what VYP has coming up in 2015! Check out the VYP blog (vegasyp.com/blog) to find out more about the specific projects and activities happening each quarter of 2015.

VYP's Community Outreach Committee is looking for passionate individuals who enjoy giving back to the community and want to be an active part of its planning team. Let us know what you're passionate about: community@vegasyp.com

VYP Community Outreach team
Chair Kelli Vaz
Vice President, Service Point Consulting

how did you build your business?



M

any would say that they're still in the process, but overwhelmingly, the number one resource great entrepreneurs name in their success is people. Whether it's your in-law for giving a bit of seed capital and a long, long talk about what next

steps you should take in order make that investment work in your collective favor, a former co-worker who gave insight on how your marketing plan could be improved or an advisor who helped you set up a meeting with the manager who became your first big piece of business, people are what makes industry go 'round.

This January, JumpStart Las Vegas is launching the 10,000 Hours Campaign to help startup companies do just that: build business with the people who have long made our city what it is today for a stronger economy tomorrow. Our mission is to connect startup teams with the amazing service providers, experienced professionals and tried-and-true entrepreneurs with every meeting focused to accomplish a specific action. People like you.

If you have three or more years of domain experience, here's how you can participate through donating your expertise as a JumpStart Resource Bank startup advisor:

- Delineate a specific service or resource as an action item; and
- Commit to at least 10 hours in advising sessions per year.

It's that simple to start.

In return, JumpStart will facilitate connections with startup businesses in ways that include: triad-sessions with startups and other JumpStart advisors, opportunities for speaking engagements and access to special events.

In order to help startups thrive in Las Vegas we're looking for people like you, skilled professionals to help us reach 10,000 collective hours in donated services and time. What do you get in return: opportunity. The opportunity to share your services with determined entrepreneurs early in their growing businesses and build strong relationships because of it. The opportunity to be the first customer of a future value-add partner for your company. The opportunity to share your business battle-stories and preserve your legacy. The opportunity to ensure our Las Vegas economy is enriched with successful companies and opportunity for future generations.

The 10,000 Hours Campaign is a fundamental part of our JumpStart program. Building bridges and pathways to success begins with access and insight into how new companies can create value not only for consumers, but also to the greater business community. We've designed JumpStart to be a first-stop resource, educator and connector for Las Vegas's looking to build business in our community. Healthy business communities are robust and are interconnected in order to service each other and the constituents they create value for.

Through our collective work, all ships rise.

Join us, apply or refer someone to become an advisor at: JumpStartLV.com

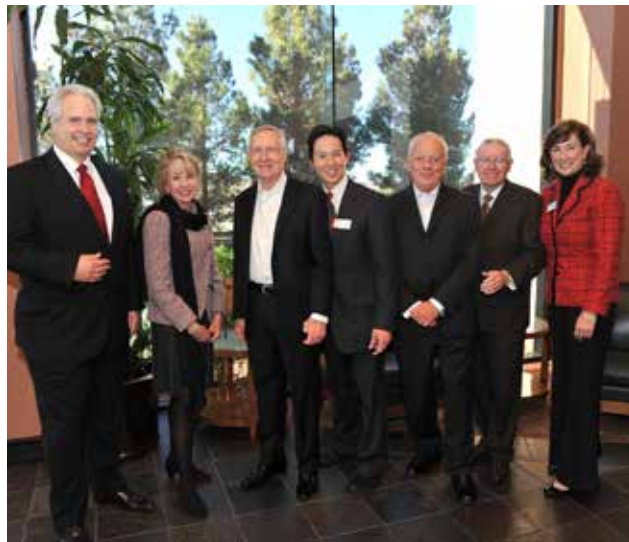
the final word

METRO CHAMBER PUSHES FOR FEDERAL PRIORITIES IN THE NATION'S CAPITAL

Last month, Congress passed significant legislation that designated Tule Springs Fossil Beds as Nevada's only national monument. This act will have a monumental impact on Southern Nevada for generations and will help expand our economy through international ecotourism and development opportunities that will create jobs.

Metro Chamber leaders championed this legislation during several trips to Washington, D.C. Chamber President and CEO Kristin McMillan testified in front of the House Subcommittee on Public Lands and Environmental Regulation in October 2013, along with North Las Vegas Mayor John Lee and Las Vegas City Councilman Steve Ross, to share the benefits of the bill in terms of travel and tourism, job creation and land preservation. In addition, during a recent visit to Capitol Hill in early December, Metro Chamber leaders were in the Gallery as the bill was passed by the U.S. House of Representatives.

Designating Tule Springs Fossil Beds as a national monument has long been a priority for the Metro Chamber. We are proud to have worked so closely with our Nevada Congressional delegation, local elected officials and other community partners to push for passage of this legislation, which has great potential to improve our economy.



On December 22, the Metro Chamber joined U.S. Senator Harry Reid, Congresswoman Dina Titus, Congressman Steven Horsford, Clark County Commissioner Tom Collins, Las Vegas Mayor Carolyn Goodman, North Las Vegas Mayor John Lee, Las Vegas Paiute Tribe Chairman Benny Tso, and Nevada Parks Conservation Association Senior Program Manager Lynn Davis at a press conference lauding this great accomplishment for Southern Nevada.

add these to your queue

BOOK



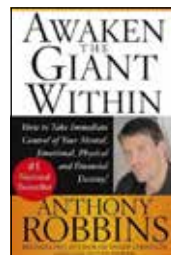
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JANUARY 2015

NewsFeed

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peek into the
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